

Message Text

LIMITED OFFICIAL USE

PAGE 01 LAGOS 01094 271002Z

ACTION AF-10

INFO OCT-01 ISO-00 AGRE-00 CEA-01 CIAE-00 COME-00
DODE-00 EB-08 FRB-03 H-01 INR-07 INT-05 L-03
LAB-04 NSAE-00 NSC-05 PA-01 CTME-00 AID-05 SS-15
STR-06 ITC-01 TRSE-00 USIA-06 PRS-01 SP-02 SOE-02
OMB-01 DOE-11 /099 W

-----051623 271019Z /21

P 261600Z JAN 78

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC PRIORITY 6154

LIMITED OFFICIAL USE LAGOS 01094

E.O. 11652: N/A

TAGS: EGEN, NI

SUBJECT: BILATERAL ECONOMIC TALKS

REF: (A) STATE 10271, (B) STATE 07118

1. IN RESPONSE TO REF B REQUEST TO INSERT PHRASES IN JOINT STATEMENT, ECON COUNSELOR MET WITH MININDUSTRIES PERMSEC JODA AND MINTRADE PRINCIPAL SECRETARY NYA AND OBTAINED QUALIFIED ASSENT FROM BOTH OFFICIALS.

2. WHILE AGREEING TO AUTHORIZE A LANGUAGE CHANGE, JODA POINTED OUT THAT THE EXACT PHRASE PROPOSED BY DEPARTMENT WAS INACCURATE. HE STATED THAT MININDUSTRIES (NOT FMG) HAD AGREED TO EXPEDITE AND PROCESS OPIC APPROVAL REQUESTS WITHIN FOUR WEEKS PROVIDED THAT FOREIGN COMPANY APPLICANTS TAKE ALL THE NECESSARY STEPS TO REGISTER, COMPLY WITH INDIGENIZATION DECREE, ETC. HE FURTHER STATED THAT HIS MINISTRY WOULD FULFILL ITS AGREEMENT ON THE FOUR-WEEK PERIOD BUT COULD NOT VOUCH FOR ANY OTHER GOVERNMENT DEPARTMENT WHICH WOULD PROCESS AN APPLICATION AFTER MININDUSTRIES DID ITS PART.

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 LAGOS 01094 271002Z

3. NYA STATED THAT THE VERB 'REVIEW' HAD CONNOTATIONS IMPLYING THAT FMG WOULD MAKE CHANGES IN ITS TRADE REGULATIONS. HE PREFERRED TO USE THE WORD 'RE-EXAMINE'. BOTH OFFICIALS ARE PUTTING THEIR STATEMENTS IN WRITING AND THE MEA HAS AGREED TO INCORPORATE THESE IN THE JOINT STATEMENT DRAFT. WE HAVE NOT YET RECEIVED APPROVAL FOR REVISED PETROLEUM SENTENCE FROM NNPC.

4. EMBASSY MUCH APPRECIATES DEPARTMENT'S PROPOSALS AND SUGGESTIONS ON WORKING GROUPS TRANSMITTED IN REF A. WE HAVE DRAWN UP TENTATIVE AGENDAS FOR EACH OF THE GROUPS INCLUDING ANTICIPATED FMG ITEMS, AND ARE SUBMITTING THEM TO FMG FOR ADDITIONAL POINTS. ON COMPLETION OF AGENDA LISTS WE WILL TRANSMIT THEM TO DEPARTMENT.

5. HAVING PARTICIPATED DIRECTLY IN NOVEMBER 7-9 TALKS AND HAVING BEEN IN VIRTUALLY CONSTANT CONTACT WITH NIGERIAN FOLLOW-UP (OR LACK OF SAME) SINCE THEN, WE SEE PRIME TACTICAL OBJECTIVE OF WORKING GROUP EXERCISE AS SHAKING FMG OFFICIALS OUT OF THEIR LETHARGY AND STIMULATING THEM TO UNDERTAKE SPECIFIC ACTIONS TOWARDS AMELIORATING OBSTACLES AND DEVELOPING CLOSER BILATERAL RELATIONS. WE ARE CONCERNED THAT THIS SECOND SET OF GET-TOGETHERS PRODUCE A SUBSTANTIAL AND SIGNIFICANT ADD-ON TO THE NOVEMBER TALKS. WE OBVIOUSLY WILL WANT MORE THAN A WARMED-OVER REHASH OF THE FIRST DISCUSSIONS.

6. WITH ABOVE FACTORS IN MIND, WE WISH TO SUGGEST CONSIDERATION OF U.S. AS LOCALE FOR DISCUSSIONS OF ALL THREE GROUPS. WE PERCEIVE A NUMBER OF ADVANTAGES IN CONDUCTING TALKS IN U.S.;

(A) ON EACH OF THE TEAMS, THE NIGERIAN MEMBERS WOULD BE MORE INCLINED TO DO THEIR ADVANCE STAFF WORK AND MAKE THEIR PREPARATIONS CAREFULLY. THEY WOULD BE MOTIVATED BY DESIRE TO MAKE A GOOD IMPRESSION OVERSEAS AND BRING SIGNIFICANT LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 LAGOS 01094 271002Z

RESULTS HOME.

(B) THE LURE OF MEETING IN THE U.S. PROMISES TO PRODUCE A NIGERIAN DELEGATION WITH MORE RANK, AUTHORITY AND DETERMINATION THAN THE MIDDLE-LEVEL TECH ICIANS WHO MADE UP THE NIGERIAN SIDE IN NOVEMBER.

(C) REMOVED FROM THE LULLING REFUGE OF THEIR OWN OFFICES, THE NIGERIAN TEAMS WOULD HAVE FIRST-HAND CONTACT WITH ORGANIZATIONS THAT HAVE RELEVANCE AND IMPACT (E.G., ASSOCIATION OF GENERAL CONTRACTORS, NAM, PORT OF NEW YORK AUTHORITY) AND THAT COULD SERVE AS MODELS (E.G., STATE DEPARTMENT VISA OFFICE, UNIVERSITIES AND VOCATIONAL SCHOOLS). IN NOVEMBER, THE NIGERIANS FACED AN AMERICAN TEAM FOR THE MOST PART MADE UP OF WORKING-LEVEL GOVERNMENT OFFICIALS. A SECOND SUCH TEAM COMING TO LAGOS WOULD NOT PACK THE WALLOP OF DIVERSIFIED INDUSTRY-GOVERNMENT GROUPS ON AMERICAN HOMEGROUNDS. NIVERIANS LIKE TO SEE AND FEEL IN ORDER TO KNOW THE SUBJECT; PHYSICAL PRESENCE IN THE U.S. WOULD PROVIDE THEM OPPORTUNITY TO APPRECIATE MORE DIRECTLY AND MORE MEANINGFULLY THAT OUR COUNTRY HAS TO OFFER THEM. WE BELIEVE RESULTANT IMPRESSIONS WILL BE STRONG AND POSITIVE. IT IS NOTEWORTHY THAT THE MAJORITY OF THE NIGERIANS PARTICIPATING IN THE NOVEMBER TALKS HAD NVER BEEN TO U.S.

(D) THE INVESTMENT, TRADE AND TECHNOLOGY TRANSFER GROUP WOULD ESPECIALLY BENEFIT FROM MEETING FACE TO FACE WITH INVESTMENT BANKERS AND CORPORATE EXECUTIVES, THOSE BEST EQUIPPED TO FORCIBLY STATE WHAT AMERICAN BUSINESS REQUIRES IF IT IS TO INVOLVE ITSELF MORE SUBSTANTIALLY IN NIGERIA.

(E) AS FOR TALKS ON EDUCATION, DIRECT NIGERIAN AWARENESS OF U.S. FACILITIES AND PROGRAMS SHOULD REINFORCE DISCUSSIONS ON MORE SPECIFIC AGENDA ISSUES (E.G. CONTINUING DIFFICULTIES WITH SCHOLARSHIP PAYMENTS TO NIGERIAN STUDENTS, NUC/OLC COOPERATION, INCREASING NEED FOR ADEQUATE STUDENT COUNSELING/ TESTING CENTERS). A TEAM VISIT TO THE U.S. WOULD ALSO MAKE POSSIBLE INSPECTION OF SCHOOLS USED FOR THE MID-LEVEL MANPOWER TRAINING PROGRAM. DIRECT OBSERVATION WOULD PAY DIVIDENDS IN NIGERIA'S FUTURE STUDENT SELECTION, PLACEMENT, ETC., AND LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 04 LAGOS 01094 271002Z

SHOULD ENCOURAGE THE FMG TO CONTINUE TO RELY ON U.S. FOR THIS PROGRAM EVEN THOUGH OUR COSTS ARE HIGHER.

(F) IN AGRICULTURE AND RURAL DEVELOPMENT, WE FULLY AGREE WITH DEPARTMENT'S RATIONALE FOR HOLDING DISCUSSIONS IN U.S. OUR POINT HERE IS THAT GAINS RESULTING FROM THE NIGERIANS' DIRECTLY VIEWING ACHIEVEMENTS, ACTIVITIES AND INSTITUTIONS IN THE U.S. WOULD EQUALLY APPLY TO ALL WORKING GROUPS.

(G) U.S. LOCALE MAKES POSSIBLE INCLUSION OF NIGERIAN EMBASSY IN WASHINGTON IN GROUPS' WORK. SUCH INVOLVEMENT SHOULD SERVE AS ADDITIONAL IMPETUS TO BETTER FOLLOW-UP.

7. WE CONCUR WITH THE DEPARTMENT'S SUGGESTION OF TALKS IN MID-FEBRUARY. WE WOULD FURTHER SUGGEST THAT IF THE TALKS WERE TO TAKE PLACE IN THE U.S. ALL THREE GROUPS TRAVEL FROM LAGOS TOGETHER AND INITIATE DISCUSSIONS IN AT LEAST ONE JOINT SESSION BEFORE GOING THEIR SEPARATE WAYS. ADDITIONAL JOINT SESSIONS MIGHT BE USEFUL AT CONCLUSION OF INDIVIDUAL MEETINGS
EASUM

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ECONOMIC COOPERATION, NEGOTIATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 26 jan 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978LAGOS01094
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780040-0777
Format: TEL
From: LAGOS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780120/aaaaaqql.tel
Line Count: 155
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 914309e0-c288-dd11-92da-001cc4696bcc
Office: ACTION AF
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 78 STATE 10271, 78 STATE 7118
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 26 apr 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3711044
Secure: OPEN
Status: NATIVE
Subject: BILATERAL ECONOMIC TALKS
TAGS: EGEN, NI
To: STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/914309e0-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014